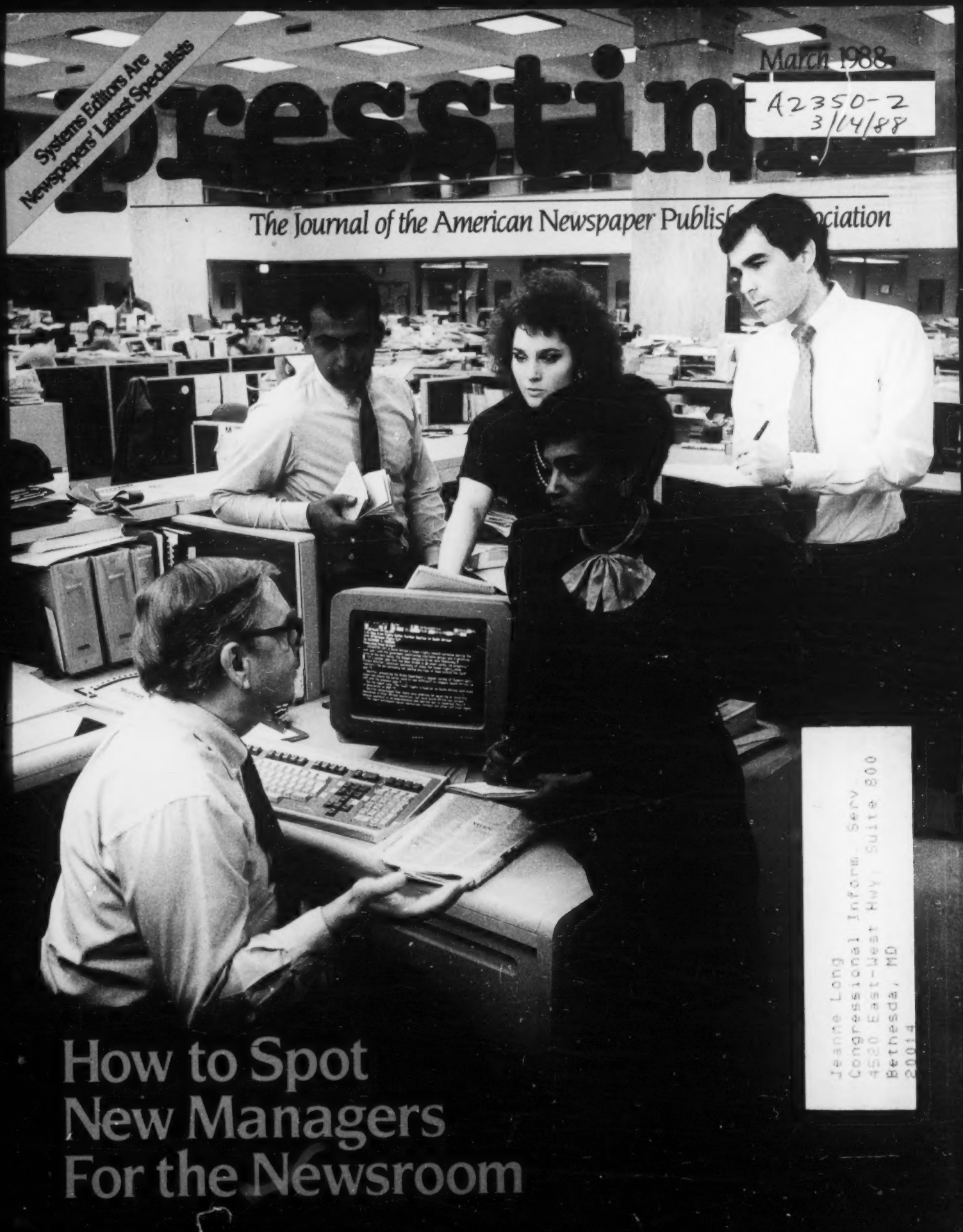
Systems Editors Are Newspapers' Latest Specialists
Presstime
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The Journal of the American Newspaper Publis ociation
How to Spot
New Managers
For the Newsroom
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presstime

INDEX VOLUME 10, NUMBER 3 MARCH 1988

Special Report *Great reporters and copy editors do not always make great newsroom managers. Often, they face a rough transition when they begin supervising their former peers. To build leadership and morale, newspapers are devising systematic approaches to develop their first-line managers. The tools are careful performance appraisals, career-planning sessions, training and even escape routes for those unsuited to their management roles. Effectively used, those tools can find and cultivate those with the best "people management" skills.* **18**

New computer whizzes *Most systems editors began as journalists but turned technical to help their newsroom computers run smoothly.* **6**

Curbing ads *The government's advertising commandments include hundreds of "Thou shalts" and "Thou shalt nots"—and they are increasing.* **10**

The press run conundrum *How do newspapers plan, count and deliver the right number of copies? With coordination, technology—and a little luck.* **14**

Untapped prospects *Newspapers may be missing out on $1 billion in ad revenues from legal, health-care and other professionals.* **24**

Commerce in color comics *Few newspapers print their own Sunday comics, resulting in turf battles among commercial printers that do.* **28**

Press armor *Shield laws still help reporters to fight subpoenas, but such laws are taking a back seat to court rulings these days.* **34**

Profile: Jean H. Otto *This late-bloomer in the newspaper industry has set out to nudge the nation's conscience on First Amendment issues.* **36**

Essay: Modern managers *William L. Winter of the American Press Institute hopes newsrooms won't discard their souls in the rush toward efficiency.* **38**

INAME Conference *In New Orleans, advertising executives focused on "all that jazz" for which advertisers spend billions in newspapers.* **50**

Hot copies *Facsimile machine vendors have seen a 30-percent growth rate in their market, partially due to increased newspaper use.* **56**

New ANPA directors *Three seasoned newspaper executives will be nominated for ANPA Board slots at April's Convention in Honolulu.* **64**

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(Cover photo by Robert Rathe.)

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CHAIRMAN'S CORNER

Replies to membership survey will help keep ANPA in tune with industry needs

This is important, so I will keep it brief.

In a few weeks you will receive an ANPA membership survey from the Gallup Organization. Please answer it and return it promptly.

This is the first time in 10 years ANPA has gone to its membership with a broad survey to ask how it is doing, what it should do more of and where the Association ought to head in the future.

Following the last major survey, ANPA made a number of fundamental changes. It increased member participation in committees and gave the committees more influence. It adopted a formal planning process that involves staff, committees and Board of Directors. It made the Reston, Va., building a home for other newspaper associations. It expanded legal and public-policy staffs and increased ANPA attention to governmental actions. It strengthened the role of the Board and the participation of directors in Association affairs. It consolidated all technical and research activities in Reston. It created presstime.

George W. Wilson

ANPA is an important partner in our efforts to produce better newspapers. It brings us together to deal with forces larger than any one newspaper. It helps us keep a strong and free press.

But ANPA is effective only if it is relevant. It cannot waste the resources you provide it on unessential work. And you have the ultimate responsibility to help assure its usefulness.

Please take the time to offer your guidance when you receive the questionnaire.

I assure you your views will be deeply appreciated and closely studied.

George W. Wilson
ANPA Chairman

ANPA

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Ontario strike ends

Striking members of the Lumber & Sawmill Workers Union agreed to a three-year contract at the Kapuskasing, Ontario, mill of Spruce Falls Power & Paper Co. Ltd. It was along the lines of an earlier settlement at Abitibi-Price Inc. that called for wage increases of 25 cents an hour in the first year, 45 cents an hour in the second and 4.5 percent in the third.

The mill continued to operate during the strike, which began Jan. 12 and lasted nearly three weeks.

Another three-year settlement was reached when members of the Confederation of National Trade Unions ratified a new contract at Domtar Inc.'s Donnacona, Quebec, newsprint mill. It, too, is similar to the Abitibi-Price pact.

The mill was closed for about three days in January because of a lock-out by the company.

In the United States, a settlement has not been reached between the Association of Western Pulp & Paper Workers and Boise Cascade Corp. at its Steilacoom, Wash., mill, where the labor contract expired in 1987 [presstime, Jan. 1988, p. 61]. The mill has made its final offer to workers. □

Financial report of paper companies, 1987 vs. 1986
Net income (in thousands of dollars)

	1987	1986	% Change
Abitibi-Price Inc.	$125,700	$107,300(a)	+ 17.1
Boise Cascade Corp.	182,990	101,540	+ 80.2
Bowater Inc.	81,140	49,444	+ 64.1
Champion International Corp.	382,000(b)	201,000	+ 90.0
Consolidated-Bathurst Inc.	214,400(b)	49,400	+ 334.0
Great Northern Nekoosa Corp.	200,600	85,300(a)	+ 135.2
Kimberly-Clark Corp.	325,000	269,000	+ 20.8
MacMillan Bloedel Ltd.	280,600	178,300(b)	+ 57.4
Weyerhaeuser Co.	446,623	276,700	+ 61.4

(a) including extraordinary loss; (b) including extraordinary gain; ( ) = loss

NEWSPRINT NOTES

• Normick Perron Inc. and Forex Inc. are studying the feasibility of **building a $400-million newsprint mill** at Val d'Or, Quebec. The companies said the project hinges on a number of factors, including financing, substantial government assistance and wood-supply agreements.

The 225,000 metric-tons-a-year mill would be 51-percent owned by Normick Perron and 49-percent owned by Forex, both of which are lumber producers.

• F.F. Soucy Inc. is **rebuilding a newsprint machine** at its Riviere-du-Loup, Quebec, mill. The work, scheduled for completion late this year, will boost annual capacity by 20,000 metric tons. Additional improvements in 1989 will add 4,000 tons to annual capacity.

The company also may rebuild another machine, adding 9,000 tons a year. This project would cost about $7 million and would be completed in 1991.

• CIP Inc. and seven unidentified partners recently **formed a new company** to own and operate the 230,000 metric-tons-a-year newsprint mill under construction at the site of CIP's Gold River pulp mill in British Columbia.

CIP will be the major stockholder in the company, which is called Gold River Newsprint Ltd. Partnership.

Start-up of the mill is planned for the fall of 1989, and CIP will be responsible for its operation [presstime, Dec. 1987, p. 68].

• Signal Capital Corp. will **hold title** to the 203,000 metric-tons-a-year newsprint mill under construction at Grenada, Miss. It will lease the mill back to Newsprint South, a subsidiary of Mississippi Chemical Corp., when construction is completed.

Signal and the Jackson (Miss.) Bank for Cooperatives are putting up the money for the mill's construction. Start-up is planned for late summer 1989 [presstime, Aug. 1987, p. 54].

New mills aside, tight supplies of newsprint are projected into the 1990s.

Crown Forest purchase completed

New Zealand-based Fletcher Challenge Ltd. now owns 100 percent of Crown Forest Industries Ltd. It recently acquired the last 4 percent of Crown's stock.

The company also increased its holdings in British Columbia Forest Products Ltd. from 48 to about 69 percent.

According to Ian Donald, FC's executive director in North America, a merger of Crown and British Columbia is not in sight but remains an option [presstime, March 1987, p. 73]. □

ANPA lab uses new color scale

The ANPA newsprint laboratory has switched to the International Commission on Illumination, or CIE, L*a*b* scale to determine specific colors of newsprint.

According to Doris E. Kleintop, technical supervisor/newsprint quality, the CIE L*a*b* scale is becoming standard throughout the paper industry.

The Helmholtz method, which ANPA formerly used, involved calculating the dominant wavelength of the newsprint in order to determine its hue, Kleintop said.

Color is the composition of visible wavelengths and intensities. CIE L*a*b* uses a scale of equal increments. Because it utilizes a uniform scale rather than a dominant wavelength, the Pulp and Paper Research Institute, and others in the industry believe its findings are easier to interpret. □

Control of Abitibi

Olympia & York Developments Ltd. has again acquired controlling interest in Abitibi-Price Inc.

The company, which has been buying up shares since the stock market crash last October, now owns about 75 percent of Abitibi-Price. It once owned 93 percent but sold most of its Abitibi-Price holdings to Gulf Canada Ltd. in 1986 [presstime, Jan. 1987, p. 66]. □

Statistics delayed

Newsprint statistics for January were not available at press time. They will be published in the April issue.